

December 11, 2017

Dear Sir or Madam:

Ballard Power Systems is a global leader in the development of proton exchange membrane fuel cell systems for transportation. We use our extensive fuel cell and systems know-how to deliver innovative clean energy solutions to our customers.

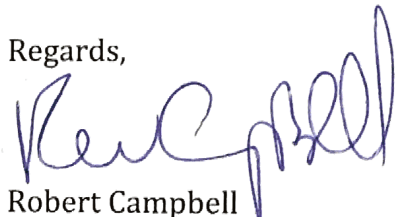
One of the key markets for Ballard is the zero-emission transit bus market. We are keenly aware of CARB's leadership in facilitating the commercialization of both battery electric and fuel cell electric transit buses. As such, we have been following the development of your Fiscal Year 2017/2018 Funding Plan for Clean Transportation Incentives, specifically the Clean Truck and Bus Vouchers.

The current draft plan that allocates \$100,000 USD per bus for hydrogen infrastructure is a step forward, however, it will be unused by transit agencies with existing infrastructure, and likely insufficient for agencies interested in deploying new fueling equipment. This is unique to the hydrogen infrastructure, where the barrier to entry in terms of capital cost is substantial, but the scalability of existing stations is straightforward and relatively inexpensive.

With the understanding that there are constraints associated with the Low Carbon Transportation funding, we ask that CARB consider allowing a transfer of vouchers between transit agencies where there is a joint procurement of fuel cell electric buses. This would allow agencies without existing infrastructure to utilize vouchers from another agency with infrastructure already in place.

Thank you for your consideration in this matter.

Regards,



Robert Campbell
Chief Commercial Officer

CC Daljit Bawa
Jeff Grant